

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 AID-05 CIAE-00 INR-07 NSAE-00

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R 042100Z APR 75

FM AMCONSUL GUAYAQUIL

TO SECSTATE WASHDC 3845

INFO AMEMBASSY QUITO

USDOC WASHDC

C O N F I D E N T I A L GUAYAQUIL 587

E. O. 11652: GDS

TAGS: EWWT, BEXP, EC

SUBJ: PORT OF GUAYAQUIL - CONGESTION SURCHARGE AND PORT EXPANSION
PLANS

REF: A. GUAYAQUIL 237 (NOTAL); B. GUAYAQUIL 381

1. IN APRIL 3 CALL ON NEW MANAGER OF GUAYAQUIL PORT AUTHORITY, NICOLAS ROMERO SANGSTER, COMMERCIAL OFFICER WAS INFORMED THAT JAPANESE LINES HAVE ALREADY DECIDED TO IMPOSE CONGESTION SURCHARGE ON PORT OF SIX DOLLARS PER TON. ROMERO SHOWED COMOFF TELEGRAM DATED MARCH 21 FROM JAPANESE CONFIRMING THIS DECISION. ROMERO SAID THAT PORT HAD BEGGED JAPANESE TO RECONSIDER IN VIEW OF EFFORTS BEING MADE TO RELIEVE CONGESTION, BUT PLEA WAS UNSUCCESSFUL.

2. ROMERO SAID THAT AMERICAN AND EUROPEAN CONFERENCES HAVE NOT IMPOSED SURCHARGE YET. HE EXPRESSED APPRECIATION TO U.S. FOR PATIENCE

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HE SAID THAT HIS RECENT TRIP TO NEW YORK TO DISCUSS PROBLEM WITH AG/WCSAC OFFICIALS HAD GAINED ADDITIONAL 90 DAYS GRACE PERIOD, PENDIN
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PROOF OF PROGRESS TO RELIEVE CONGESTION DURING THAT TIME. NINETY-DAY PERIOD DUE TO EXPIRE, ROMERO SAID, ON JUNE 21. HOWEVER, OFFICIAL POSITION OF U.S. CONFERENCE, HE SAID, IS THAT ONLY 30 DAYS BEING ALLOWED IN ORDER TO STIMULATE FASTER RESPONSE. ADDITIONAL 60 DAYS IS PRIVATE UNDERSTANDING.

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3. DURING SEPARATE DISCUSSION OF PORT EXPANSION PLANS ROMERO HINTED, SEEMINGLY IN JEST, THAT GOE MIGHT USE "CHANTAJE" (BLACKMAIL) IN AWARDING CONTRACTS FOR THE VARIOUS GUAYAQUIL PORT EXPANSION PROJECTS, FOR WHICH TENDER FOR QUALIFICATIONS RECENTLY ANNOUNCED (REF B). FYI: BID DOCUMENTS CURRENTLY AVAILABLE AT ECUADOREAN EMBASSY IN WASHINGTON. END FYI. ROMERO EXPLAINED THAT COUNTRIES WHO IMPOSE SURCHARGE ON PORT MAY FIND THEMSELVES AT DISADVANTAGE IN WINNING CONTRACTS FOR EXPANSION PROJECTS. HE ACKNOWLEDGED THAT QUESTION OF SURCHARGE AND EXPANSION PROJECT SHOULD BE TREATED AS SEPARATE SUBJECTS AND SAID THAT EH PERSONALLY WOULD NOT BE INFLUENCED AGAINST THE JAPANESE, BUT HE COULD NOT GUARANTEE THAT OTHER GOE OFFICIALS WHO DECIDE RE QUALIFIERS WOULD BE SO OBJECTIVE. DEWITT

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